



Export News

U.S. Export Assistance Center
Houston, Texas

July 2003

www.export.gov

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Published by:

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HOUSTON TO HOST 8TH ROUND OF CAFTA TALKS

OCTOBER 20-24

The Greater Houston Partnership and U.S. Trade Representative recently announced that the eighth round of Central American Free Trade Agreement (CAFTA) negotiations will take place in Houston October 20-24. CAFTA would relieve tariffs between the United States and Costa Rica, El Salvador, Honduras, Guatemala and Nicaragua. The agreement will complement the North American Free Trade Agreement (NAFTA), which eliminated tariffs between the United States, Canada and Mexico. The CAFTA partner countries combined economies of \$66 billion include approximately \$20 billion in imports and exports to the United States.

Parallel with the trade talks, the Partnership will hold a conference for a business delegation from the five CAFTA countries. The conference will include a seminar, business-to-business meetings, on-site visits and a reception. During the conference, Houston-area companies will be able to meet with their Central American counterparts. The negotiations will attract a large delegation of high-ranking government officials and private sector executives representing trade, finance, agriculture and other industries. For details, contact Cari Broderson at 713-844-3635 or cbroderson@houston.org.

Nine rounds of negotiations are slated to conclude the agreement. CAFTA negotiations were launched at a ministerial meeting on Jan. 8, 2003, and the first round was held in San Jose, Costa Rica later that month. The final round will take place in Washington, D.C. at the end of the year.

U.S. JOINS INTERNATIONAL TRADEMARK FILING SYSTEM

U.S. companies will have a new option for registering their trademarks overseas by using an international filing system that will cost less than the present country-by-country method. Recent federal legislation implemented an agreement for the U.S. to join the Madrid Protocol, an international treaty that facilitates procuring and maintaining international registrations in the participating countries through a centralized and cost-effective system.

The Madrid Protocol will allow U.S. applicants to file a single international trademark application that designates the member countries where trademark registration is sought. U.S. par-

ticipation in the Madrid Protocol will begin once the necessary rules and procedures are in place, but not before November 2, 2003. There are many websites with details on this topic, such as the World Intellectual Property Organization at <http://www.wipo.int/madrid/en/>.

REGISTER TO BE INCLUDED IN THE

HOUSTON INTERNATIONAL BUSINESS DIRECTORY

Published by the Greater Houston Partnership (GHP), this directory is distributed to U.S. embassies and consulates worldwide where it is used to locate Houston-area products and services. Make sure your company is included with current contact information. There is no charge to be listed. Please contact Cari Broderson with GHP at 713-844-3635 or cbroderson@houston.org. To purchase a directory, contact Cari or see <http://www.houston.org/>.

U.S. CITIZENS ABROAD CAN VOTE IN THE 2004 U.S. ELECTIONS OVER THE INTERNET

In 2004, U.S. citizen living overseas can take part in an exciting new initiative called SERVE (Secure Electronic Registration and Voting Experiment), which will let eligible U.S. citizens vote from any Windows-based computer with Internet access, anywhere in the world!

SERVE, is a project aimed at providing Uniformed Services members and overseas citizens the ability to register, vote and check their status throughout the absentee voting process. The Federal Voting Assistance Program (FVAP) has taken all by-mail absentee election functions, and placed them on the Internet. Anyone with a Windows-based computer and an Internet browser will be able to check the status of their registration or ballot request; see if the ballot was counted or be able to correspond with their local election officials.

For details see: <http://www.serveusa.gov>.

NEW WEBCAST

BEYOND FIRST IMPRESSIONS - ANDEAN COUNTRIES

[HTTP://WWW.GLOBALSPEAK.COM](http://www.globalspeak.com)

DELAY IN MANDATORY CHINA COMPULSORY CERTIFICATE



The U.S. Commercial Service at the American Embassy in Beijing has announced that the Government of China postponed the mandatory enforcement date of the China Compulsory Certificate (CCC Mark) from May 1 to August 1, 2003. The China Compulsory Certification (CCC) mark is China's newest quality and safety mark. There are 132 types of products requiring the CCC mark. The list of products is on the China Gateway site at <http://www.mac.doc.gov/China/Docs/BusinessGuides/cccguid.htm>.

ADVOCACY CENTER

Exporting today means more than just selling a good product at a competitive price; it can also mean dealing with foreign governments and complex regulations. That's when The Advocacy Center steps in! The Advocacy Center puts the resources and authority of the U.S. Government behind your team to help you resolve problems such as: unfair treatment by foreign government decision-makers, preventing you from a chance to compete; politicized procurement process linking the award to concessionary financing, promises of technology transfer, or flow of aid; and tenders tied up in bureaucratic red tape, resulting in lost opportunities and unfair advantage to a competitor. For more information, visit <http://www.ita.doc.gov/td/advocacy/>.

IRAQ RECONSTRUCTION

- See <http://www.export.gov/iraq/> for contract information.
- The next round of Iraqi oil infrastructure RFP's has now been posted. Go to <https://ebs.swf.usace.army.mil/ebs/ViewSolicitation.asp?SolicitationNumber=DACA63-03-R-0021&RegisterOption=True&ID=>
- For other solicitations on Iraq, see: <http://www.fedbizopps.gov>. From there, click on find business opportunities. In the search engine, type "Iraq" in the full text search, and select Dept. of Army in the agency line. The direct link is: <http://vsearch2.eps.gov/servlet/SearchServlet>
- Ex-Im Bank is no longer prohibited from backing U.S. exports to Iraq. See <http://www.exim.gov/>.
- *Iraq Reconstruction Reporter* is a weekly summary of business news, issues and opportunities



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in Iraq focusing on the rebuilding of infrastructure, restoration of trade, and growth of Iraqi commerce. Cost \$100. To subscribe, e-mail iraqreconstruction@hotmail.com. *This is not a U.S. government publication.*

TRADE LEADS

For details on the leads below, contact our office.

UKRAINE-JSC UKRNAFTA SEEKS RIGS & MODULAR FACILITY

1. Modular configuration drilling rig with permissible load on the hook – 3200 kN. Conventional drilling depth – 5000 m.
2. Modular configuration drilling rig with permissible load on the hook – 2250 kN. Conventional drilling depth – 3600 m.
3. Mobile (movable) drilling rig with permissible load on the hook – 1600 kN. Conventional drilling depth – 3000 m.
4. Mobile facility for well drilling and maintenance.

KUWAITI COMPANY SEEKS TO REPRESENT U.S. PREPAYMENT METERING SYSTEM FOR WATER & ELECTRICITY

In anticipation of upcoming Kuwaiti Ministry of Water & Electricity tender, a Kuwaiti company would like to represent U.S. companies that manufacture prepayment-metering system for water and electricity.

MOROCCO-CLIENT MANAGEMENT SOFTWARE

Prequalification tender to supply a software/solution to the Moroccan Office of Electricity (ONE). The project consists in setting up a client management system for the distribution of electricity, which will improve client management, optimize ONE's commercial tasks and offer new services to the ONE customers.

SOUTH AFRICA - TRAINING FOR OIL & GAS INDUSTRY

Seeking accredited training specialists/companies in the offshore oil and gas sector to supply software, course materials and on-line training to train maintenance hands, floorman, derrickman, drillers, crane operators and control room operators. They also need training for the instructors. All programs must be internationally accredited - IADC. There is an August deadline. Interested companies should respond immediately.

EVENTS

THE CZECH REPUBLIC & HOUSTON: PARTNERS IN BUSINESS

Four Season Hotel, Houston
July 18

His Excellency Vladimir Spidla, Prime Minister of The Czech Republic, will lead a delegation of Czech executives to Houston. The purpose for the visit is to encourage trade and investment between Houston and Czech companies in the high-tech, bio-tech and petrochemical/power industries. The delegation also is seeking to form strategic alliances with Houston-based firms to identify opportunities in third markets including Iraq. Czech companies have considerable experience in Iraq, namely their involvement from 1960-1990 in building a large proportion of refineries and other similar projects. Program: 10:45 am -1:30 pm. No cost. To register, contact Cari Broderon at 713-844-3635 or cbroderon@houston.org.

OIL AND GAS MANUFACTURERS ROUND TABLE MEETING

World Trade Center - New Orleans, LA
July 22

Assistant Secretary of Commerce William Lash will host the discussion. He is seeking feedback and insights for a report requested by Commerce Secretary Don Evans describing the problems that U.S. manufacturers are facing and to recommend actions the Administration should take to revitalize the manufacturing sector of the U.S. economy. Topics at the breakfast will include: what elements of the U.S. business environment are influencing U.S. manufacturers in world markets; the effects of outsourcing and off-shoring trends; the effects of trade barriers; and what government policies best advance our manufacturing competitiveness. Cost \$15. For details, contact the New Orleans U.S. Export Assistance Center at (504) 589-6546 or Susannah Coolidge at scoolidge@wtcno.org.

EXPANSION OF INTERCONTINENTAL AIRPORT & TOUR

July 24

Sponsored by the Organization of Women In International Trade-Houston, Genaro J. Pena – Director of Marketing for the Houston Airport System will speak. Time: 11:30 am—1:00 pm. Cost \$5 members/\$10 non-members. Please RSVP to Theresa Garcia at 713-528-6464 or Tgarcia@Roanoketrade.com

ELECTRICAL POWER SYSTEMS-CATALOG SHOW

Bogota, Colombia
August, 13-14

The electric power sector in Colombia is expected to regain some dynamism in the near future. The catalog show will held at a Bogota hotel. Cost \$200. For details contact Americo Rios at 57 1 383 2712 & 57 1 315 2126 or americo.rios@mail.doc.gov.

**SECRETARY OF COMMERCE-LED TRADE MISSION
TO THE U.S./RUSSIA ENERGY SUMMIT**

Moscow and St. Petersburg
September 21-25

Secretary of Commerce Don Evans will lead an executive-level trade mission to the U.S.-Russia Energy Summit to be held in Russia in September. This event was held in Houston last fall. For details, contact our office.

OIL, GAS & POWER IN TURKEY

Istanbul, Turkey
September 23-24

The 6th annual event will provide in-depth perspectives on the electricity, gas and oil sectors, with government and private sector experts addressing critical topics such as demand and supply, regulation, privatization and marketing of products. For details, visit the English / Turkish website at www.ibcenergy.com/em1198/?source=em1198PRE or contact dino.ribeiro@informa.com.

**TURKMENISTAN INTERNATIONAL ENERGY
EXHIBITION & CONFERENCE**

Ashgabat, Turkmenistan
September 24-26

For no charge, the U.S. Embassy in Ashgabat along with the U.S. Department of Commerce will show-case American product literature and videos. Firms can participate by mailing 5 copies of catalogs. For details, contact our office.

**PROMOTION FOR U.S. BUILDING MATERIALS &
EQUIPMENT IN UKRAINE**

The promotion begins with a catalog show at *Building & Architecture 2003*, September 24-28. USCS Kiev will promote participants' products on the U.S. Embassy Commercial Service webpage, in their Business Information Center and during regional outreach visits in Ukraine for one year from show dates. Cost \$250.00. For details, contact Oleksandr Zavhorodniy at Oleksandr.Zavhorodniy@mail.doc.gov.

**LOUISIANA GULF COAST OIL
EXPOSITION 2003**

Lafayette, LA
October 28-30



Visit the second largest petroleum industry event in the United States with over 450 indoor and outdoor exhibits. Representatives of the U.S. Department of Commerce will be available to discuss your business needs in the International Business Center. For more information on the show, see www.lagcoe.com.

CLIMATE TECHNOLOGY BAZAAR 2003

New Delhi, India
November 10-13

The Confederation of Indian Industry (CII), in association with the Indian Ministry of Environment & Forests (MoEF), is holding an international exhibition and conference on **climate-friendly technologies and practices**. The U.S. Commercial Service-sponsored U. S. Pavilion will provide participants with customs bonds issued by the Embassy to facilitate duty-free import of exhibition material, a reception hosted by the embassy to meet with selected business contacts and other business facilitation services. For U.S. Pavilion information, contact Mr. Shantanu Mitra at shantanu.mitra@mail.doc.gov. For information on the show, see www.cionline.org/events/473on.

EXPO PESCA 2003

Lima, Peru
November 20-22

The event is an international trade show of equipment, supplies, and services for the fishing and fish farming industries. Fishing is the second-largest industry in Peru, representing more than 5% of the GDP and over 10% of total exports. The U.S. Commercial Service in Lima will have a booth at the show and will host a catalog exhibition for U.S. firms unable to exhibit directly. For details contact Cesar Jochamowitz +511-434-3040 or cesar.jochamowitz@mail.doc.gov.

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